

NEGOTIATIONS

Risk Management Specialist™



Learn through hands-on, practical sessions from a professional mediator how to effectively communicate and negotiate better offers and counteroffers to buyers' and sellers' agents. Help your clients resolve issues during transactions, before they turn to litigation.

***As a Real Estate Professional,
you must continually refine
your negotiation skills!***

TOPICS COVERED

- Improving your negotiating position
- Competitive bargaining
- Do's and Don'ts of negotiations
- Key tactics
- Collective bargaining power
- People vs. Issues

PROFESSIONAL ADVANTAGE

- Develop a strong bargaining position
- Obtain a competitive advantage

LOCATION KEARNY MESA SERVICE CENTER

Instructor:

Michael Spilger, Esq.

Thursday, Nov. 1, 2012

Time:

9:00 a.m. - 1:00 p.m.

Check In:

15 minutes prior to start

Location:

SDAR'S KEARNY MESA SERVICE CENTER
4845 Ronson Court, San Diego, CA 92111

Prices:

RMS Members..... \$42
REALTOR® Plus+ Members \$47.60
SDAR REALTORS® \$56
All Others \$69

Note: This is a non-accredited class.



☐ Yes, sign me up for Negotiations

☐ Please contact me regarding the Risk Management Specialist™ certification

☐ Yes, I have read the Cancellation Policy. Initial _____

Register online at www.sdar.com

Name: _____ Member #: _____ Phone: _____

☐ Home ☐ Office Address: _____ E-mail: _____

☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ AmEx Card#: _____ Exp: _____

Amount: _____ Signature: _____

Return to: Greater San Diego Association of REALTORS® • 4845 Ronson Court, San Diego, CA 92111 • Phone: (858) 715-8040 • Fax: (858) 715-8090



Cancellation Policy: Reservations for programs requiring payment will not be processed until payment is received. If you must cancel your reservation, a full refund will be issued if cancellation is received, in writing, three (3) business days prior. SDAR reserves the right to cancel or reschedule any program. If cancellation occurs, SDAR will issue a full refund. In the event of rescheduling, SDAR will send immediate notification and transfer all reservations (including payments) to the new date.